



# CALIFORNIA AGRICULTURAL EMPLOYMENT AND EARNINGS BULLETIN

December 1996

## October 1996

This bulletin covers 27 agricultural industries in the state of California. The number of industries ranges from five to seventeen within each of six geographic regions. The regions are the San Joaquin Valley, South Coast, Desert, Central Coast, Sacramento Valley and North Coast (refer to map for details). The data are organized into the following tables by state and region:

- Wage and Salary Workers (Table A).
- Agricultural Production Workers (Table B).
- Average Weekly Earnings of Production Workers (Table C).
- Average Hours Worked by Production Workers (Table D).
- Average Hourly Earnings of Production Workers (Table E).

**NOTE:** Data in this bulletin are available electronically through a personal computer and modem. Our Labor Market Information Division's bulletin board system, LMI On-Line, can be accessed by dialing (916) 262-2BBS (262-2227). You may also access this data through the Internet. The LMID Internet address is: <http://www.calmis.cahwnet.gov>.

California's total agricultural employment level for the month of October 1996 was 395,500, 45,900 less than the September 1996 level of 441,400. Agricultural employment levels decreased in the San Joaquin Valley, the Central Coast, the Sacramento Valley, and the North Coast regions. Agricultural employment levels increased in the South Coast and Desert regions. (Tables 1-A through 7-A.)

### Wage and Salary Workers in Agricultural Establishments

For October 1996  
(In Thousands)

Industry	State- wide	San Joaquin	South Coast	Central Coast	Desert	Sacra- mento	North Coast
Total Agricultural	395.5	182.0	61.6	67.6	30.1	33.1	16.8
Total Crops	218.0	81.9	43.1	44.9	12.4	24.6	11.7
Total Livestock	25.5	14.1	1.9	1.2	5.0	1.8	1.9
Total Services	152.0	86.0	16.6	21.5	12.7	6.7	3.2

Source: Tables 1-A through 7-A.

Forty-six percent of California's agricultural workers were employed in the San Joaquin Valley region in October 1996. The South Coast region employed 16% and the Central Coast region employed 17% of the state's agricultural workers. Eight percent of the California Agricultural workforce was employed in the Desert region. The Sacramento Valley region employed 8.5% of the agricultural workers in the state, while the North Coast region employed 4%.

## **AGRICULTURAL PRODUCTION WORKERS**

The agricultural production worker employment level in California was 367,700 in October 1996, a decrease of 45,800 from the previous month's level of 413,500. (Table 1-B through 7-B.)

California's agricultural production workers earned an average \$283.56 per week in October 1996, \$7.25 less than the average weekly earnings in the previous month. The region with the lowest weekly earnings was the San Joaquin Valley region with \$271.65. The highest weekly earnings were in the North Coast region with \$332.61. (Tables 1-C through 7-C.)

The state's agricultural production workers averaged 41.7 hours per week in October 1996, 1.9 hours less than the September 1996 level of 43.6. Regional averages ranged from a high of 42.9 in the Sacramento Valley region to a low of 38.1 in the North Coast region. (Tables 1-D through 7-D.)

Production workers statewide earned an average of \$6.80 per hour in October 1996, thirteen cents more than the September 1996 level of \$6.67. The region with the highest hourly pay rate was the North Coast region at \$8.73 per hour. The region with the lowest hourly wage was the San Joaquin Valley region at \$6.53 per hour. (Table 1-E through 7-E.)

## **CHANGES FROM ONE YEAR AGO**

California's October 1996 total agricultural employment level was 13,100 less than the October 1995 level. (Table 1-A.)

The state's agricultural production employment level was 12,200 less than in the same month the previous year. (Table 1-B.)

The year over decrease in average weekly earnings for California agricultural production workers was \$4.24 compared to the October 1995 average weekly earnings. (Table 1-C.)

Production workers statewide worked one hour less per week in October 1996 compared to the same month a year before. (Table 1-D.)

The average hourly pay earned by California production workers in October 1996 was six cents more compared to the October 1995 pay level. (Table 1-E.)

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## Average Hourly Earnings of Production Workers

For October 1996

Industry	State-wide	San Joaquin	South Coast	Central Coast	Desert	Sacramento	North Coast
Total Agricultural	\$6.80	\$6.53	\$7.06	\$7.32	\$6.60	\$6.65	\$8.73
Total Crops	6.78	6.36	6.83	7.48	6.37	6.58	8.71
Total Livestock	7.49	7.69	7.64	7.65	7.38	6.91	7.24
Total Services	6.69	6.50	7.69	6.94	6.51	6.83	10.06

Source: Tables 1-E through 7-E.

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### DATA SOURCES:

The data are obtained from two sources: the Employment Development Department (EDD) Unemployment Insurance (UI) files and a monthly survey, conducted by the Labor Market Information Division of EDD, of 4,000 agricultural employers. This sample, about 14 percent of the employers, was selected to be statistically representative of the state's agricultural employers by size, geographic location and industry categories.

Sample data are gathered for the week that includes the 12th calendar day of the month; thus all data in these bulletins represent activities taking place during this mid-month period.

### DATA COMMENTS:

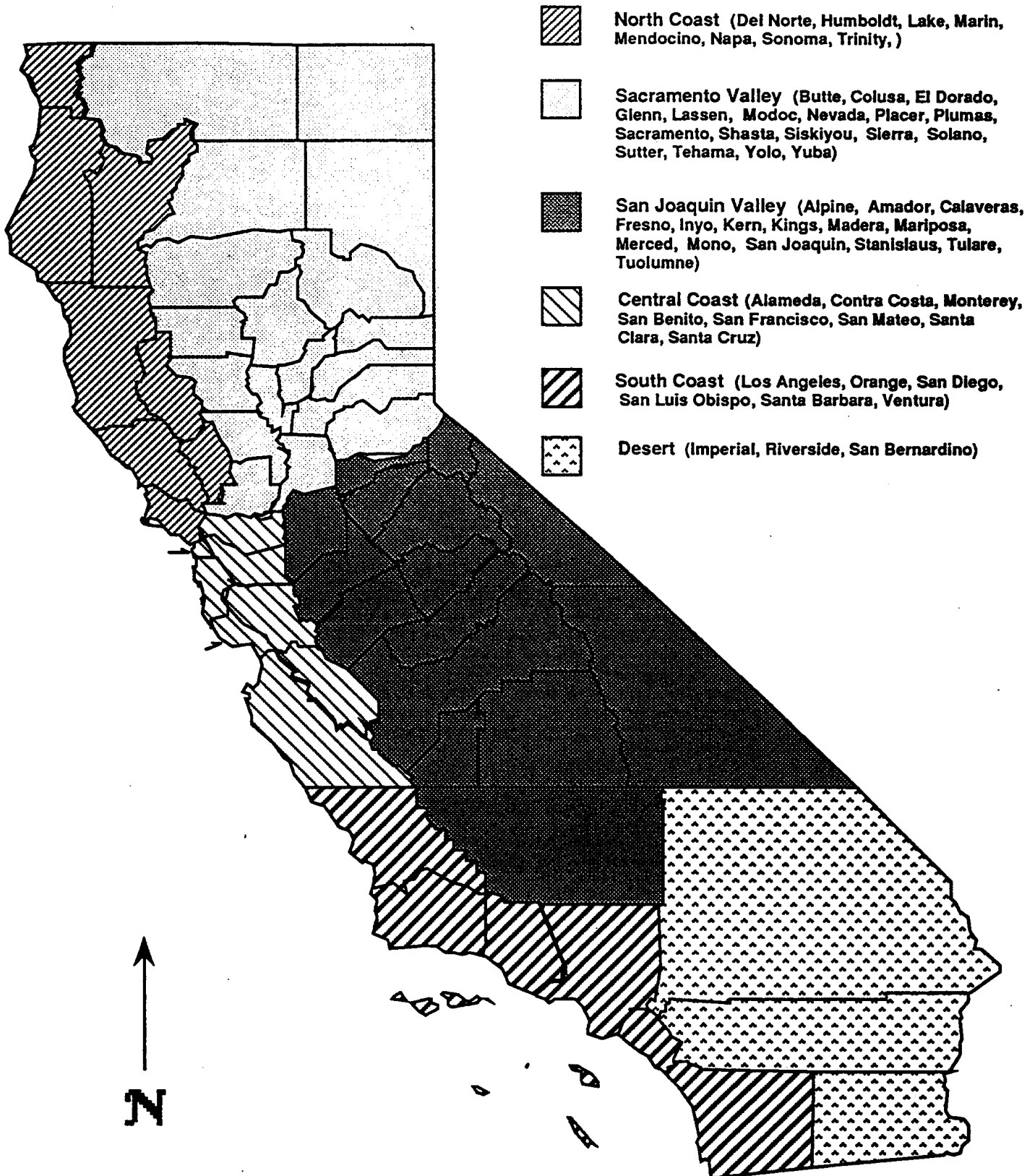
**ESTIMATES FOR THE STATE AND SIX REGIONS ARE INDEPENDENTLY DERIVED. THEREFORE, THE SUM OF THE REGIONAL ESTIMATES WILL NOT NECESSARILY EQUAL THE STATEWIDE TOTAL. SIMILARLY, ESTIMATES FOR THE MONTHS AND THE YEAR ARE INDEPENDENTLY DERIVED. THEREFORE, THE AVERAGE OF THE MONTHLY ESTIMATES WILL NOT NECESSARILY EQUAL THE ANNUAL AVERAGE ESTIMATE.**

To aid in accurate usage and interpretation of the data, please note the following:

- Employment data do not include employers or unpaid family workers.
- Figures for the current month are preliminary and subject to revision.
- Total agricultural employment estimates in this bulletin are derived from a monthly sampling project: the Current Employment Statistics for Agriculture. Estimates in this bulletin will differ from other agricultural estimates published by this department because of differences in the number of agricultural industries covered and in the definition of workers.

If you wish to be placed on our mailing list to receive future issues of this publication, please send your name and address to: **Current Economic Statistics Group, Labor Market Information Division, Employment Development Department, P.O. Box 826216, Sacramento, CA 94299-9994** or call (916) 262-2358.

**CES-AG REPORTING REGIONS**  
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# CALIFORNIA

## Wage and Salary Employment in Agricultural Establishments

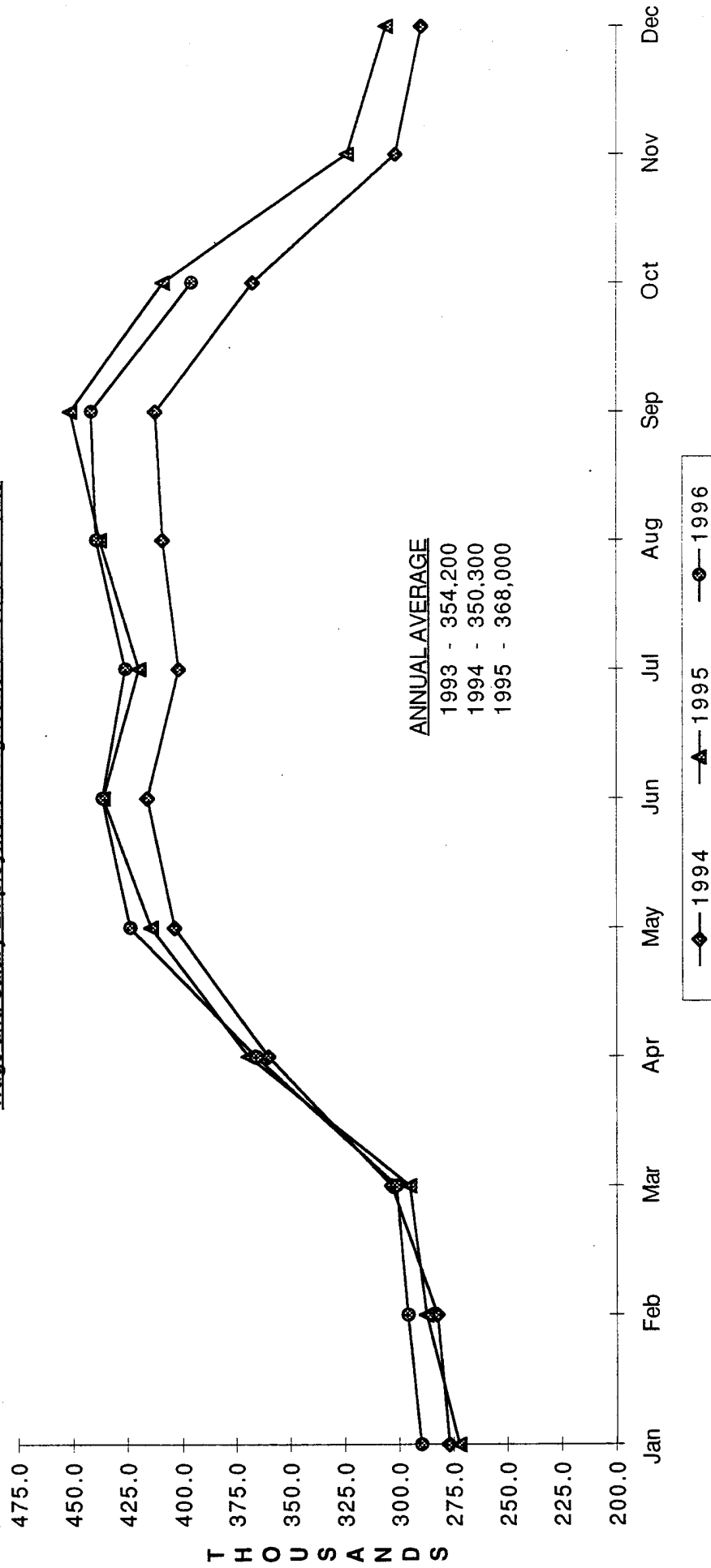


TABLE 1-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
CALIFORNIA  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	395.5	441.4	408.6
TOTAL AGRICULTURAL PRODUCTION/CROPS	218.0	250.3	229.2
CASH GRAINS	3.2	3.1	3.1
RICE	1.8	1.7	1.7
OTHER CASH GRAINS	1.4	1.4	1.4
FIELD CROPS EXCEPT CASH GRAINS	12.4	11.7	12.1
COTTON	7.1	6.6	7.1
OTHER FIELD CROPS	5.3	5.1	5.0
VEGETABLES AND MELONS	36.9	39.2	36.6
TOTAL FRUITS AND TREE NUTS	101.2	130.9	112.1
BERRIES	18.0	16.3	17.7
GRAPES	36.5	60.6	46.2
TREE NUTS	10.1	10.8	10.6
CITRUS FRUITS	5.7	5.3	5.5
DECIDUOUS TREE FRUIT	13.6	17.9	12.8
OTHER FRUITS AND NUTS	17.3	20.0	19.3
TOTAL HORTICULTURAL SPECIALTIES	34.5	32.2	34.8
ORNAMENTAL FLORAL & NURSERY	31.5	29.2	31.8
FOOD CROPS GROWN UNDER COVER	3.0	3.0	3.0
GENERAL FARM PRIMARILY CROP	29.8	33.2	30.5
TOTAL AGRIC PRODUCTION/LIVESTOCK	25.5	25.5	25.5
BEEF CATTLE FEED LOTS	0.5	0.5	0.4
BEEF CATTLE EXCEPT FEED LOTS	3.9	3.9	4.0
DAIRY FARMS	13.1	13.0	13.0
CHICKEN EGGS	2.6	2.6	2.7
TURKEYS & TURKEY EGGS	1.0	1.0	1.0
OTHER LIVESTOCK	4.4	4.5	4.4
TOTAL AGRICULTURAL SERVICES	152.0	165.6	153.9
SOIL PREPARATION SERVICES	1.4	1.3	1.3
CROP SERVICES	45.8	46.7	45.7
PLANT CULTIVATE & PROTECTION	4.9	4.6	4.5
HARVEST PRIMARILY BY MACHINE	6.0	6.0	5.9
PREPARATION SVCS FOR MARKET	32.9	35.2	33.9
COTTON GINNING	2.0	0.9	1.4
TOTAL FARM LABOR & MANAGEMENT	104.8	117.6	106.9
FARM LABOR CONTRACTORS	95.9	108.4	97.8
FARM MANAGEMENT SERVICES	8.9	9.2	9.1

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 1-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	367.7	413.5	379.9
TOTAL AGRICULTURAL PRODUCTION/CROPS	199.9	231.9	210.4
CASH GRAINS	2.8	2.7	2.8
RICE	1.6	1.5	1.5
OTHER CASH GRAINS	1.2	1.2	1.3
FIELD CROPS EXCEPT CASH GRAINS	11.4	10.6	11.0
COTTON	6.6	6.0	6.5
OTHER FIELD CROPS	4.8	4.6	4.5
VEGETABLES AND MELONS	34.1	36.3	33.8
TOTAL FRUITS AND TREE NUTS	95.1	124.7	105.8
BERRIES	17.8	16.0	17.4
GRAPES	33.7	57.8	43.5
TREE NUTS	9.3	10.0	9.8
CITRUS FRUITS	5.0	4.6	4.9
DECIDUOUS TREE FRUIT	12.7	17.0	11.9
OTHER FRUITS AND NUTS	16.6	19.3	18.3
TOTAL HORTICULTURAL SPECIALTIES	28.8	26.5	28.8
ORNAMENTAL FLORAL & NURSERY	26.1	23.8	26.2
FOOD CROPS GROWN UNDER COVER	2.7	2.7	2.6
GENERAL FARM PRIMARILY CROP	27.7	31.1	28.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	22.9	23.0	22.9
BEEF CATTLE FEED LOTS	0.4	0.4	0.3
BEEF CATTLE EXCEPT FEED LOTS	3.3	3.3	3.4
DAIRY FARMS	12.3	12.3	12.2
CHICKEN EGGS	2.0	2.0	2.1
TURKEYS & TURKEY EGGS	0.9	0.9	0.9
OTHER LIVESTOCK	4.0	4.1	4.0
TOTAL AGRICULTURAL SERVICES	144.9	158.6	146.6
SOIL PREPARATION SERVICES	1.0	1.0	1.0
CROP SERVICES	41.3	42.3	40.8
PLANT CULTIVATE & PROTECTION	4.2	4.0	3.8
HARVEST PRIMARILY BY MACHINE	5.7	5.6	5.5
PREPARATION SVCS FOR MARKET	29.7	32.0	30.3
COTTON GINNING	1.7	0.7	1.2
TOTAL FARM LABOR & MANAGEMENT	102.6	115.3	104.8
FARM LABOR CONTRACTORS	94.3	106.7	96.3
FARM MANAGEMENT SERVICES	8.3	8.6	8.5

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 1-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN DOLLARS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	283.56	290.81	287.80
TOTAL AGRICULTURAL PRODUCTION/CROPS	293.57	299.27	295.92
CASH GRAINS	401.13	385.58	397.31
RICE	439.34	398.60	425.60
OTHER CASH GRAINS	351.67	369.23	363.10
FIELD CROPS EXCEPT CASH GRAINS	335.53	332.94	345.68
COTTON	344.50	332.56	337.14
OTHER FIELD CROPS	322.70	334.99	358.58
VEGETABLES AND MELONS	328.62	332.72	326.14
TOTAL FRUITS AND TREE NUTS	263.59	275.56	270.60
BERRIES	272.58	290.58	237.77
GRAPES	258.12	276.80	291.81
TREE NUTS	293.90	333.45	291.70
CITRUS FRUITS	303.00	296.80	288.07
DECIDUOUS TREE FRUIT	237.55	239.44	223.25
OTHER FRUITS AND NUTS	255.67	255.27	267.50
TOTAL HORTICULTURAL SPECIALTIES	301.46	318.09	302.40
ORNAMENTAL FLORAL & NURSERY	291.45	308.69	294.69
FOOD CROPS GROWN UNDER COVER	402.40	401.69	383.64
GENERAL FARM PRIMARILY CROP	317.90	318.68	319.03
TOTAL AGRIC PRODUCTION/LIVESTOCK	349.03	353.88	366.05
BEEF CATTLE FEED LOTS	351.36	370.18	378.95
BEEF CATTLE EXCEPT FEED LOTS	347.13	340.26	361.49
DAIRY FARMS	361.57	367.90	387.52
CHICKEN EGGS	333.27	323.23	316.69
TURKEYS & TURKEY EGGS	366.87	384.27	383.90
OTHER LIVESTOCK	316.57	327.47	324.51
TOTAL AGRICULTURAL SERVICES	259.57	269.15	263.98
SOIL PREPARATION SERVICES	577.52	574.06	598.90
CROP SERVICES	308.28	310.55	299.47
PLANT CULTIVATE & PROTECTION	375.75	371.01	346.50
HARVEST PRIMARILY BY MACHINE	307.72	292.95	299.53
PREPARATION SVCS FOR MARKET	292.13	304.59	291.69
COTTON GINNING	442.24	398.68	341.22
TOTAL FARM LABOR & MANAGEMENT	236.22	250.92	247.04
FARM LABOR CONTRACTORS	230.00	245.83	239.38
FARM MANAGEMENT SERVICES	310.06	312.67	338.12

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.



TABLE 1-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN HOURS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	41.7	43.6	42.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	43.3	44.6	44.3
CASH GRAINS	55.1	55.8	54.5
RICE	58.5	56.7	56.0
OTHER CASH GRAINS	50.6	54.7	52.7
FIELD CROPS EXCEPT CASH GRAINS	51.7	51.3	53.1
COTTON	53.0	51.4	53.6
OTHER FIELD CROPS	49.8	51.3	52.5
VEGETABLES AND MELONS	43.7	44.6	44.8
TOTAL FRUITS AND TREE NUTS	39.4	41.5	41.0
BERRIES	41.3	43.5	39.3
GRAPES	35.8	40.0	41.1
TREE NUTS	46.8	50.6	47.2
CITRUS FRUITS	42.2	42.4	39.3
DECIDUOUS TREE FRUIT	39.2	41.0	36.3
OTHER FRUITS AND NUTS	39.7	39.7	42.8
TOTAL HORTICULTURAL SPECIALTIES	42.7	45.9	43.7
ORNAMENTAL FLORAL & NURSERY	42.3	45.8	43.4
FOOD CROPS GROWN UNDER COVER	46.9	46.6	46.9
GENERAL FARM PRIMARILY CROP	52.2	52.5	52.3
TOTAL AGRIC PRODUCTION/LIVESTOCK	46.6	47.5	49.2
BEEF CATTLE FEED LOTS	48.8	51.2	53.0
BEEF CATTLE EXCEPT FEED LOTS	43.5	43.4	45.3
DAIRY FARMS	47.7	48.6	51.6
CHICKEN EGGS	48.3	48.1	46.3
TURKEYS & TURKEY EGGS	48.4	51.1	51.6
OTHER LIVESTOCK	44.4	45.8	45.9
TOTAL AGRICULTURAL SERVICES	38.8	41.6	39.4
SOIL PREPARATION SERVICES	60.6	61.2	61.3
CROP SERVICES	42.0	42.6	40.8
PLANT CULTIVATE & PROTECTION	49.9	49.6	46.2
HARVEST PRIMARILY BY MACHINE	39.3	37.8	38.5
PREPARATION SVCS FOR MARKET	40.8	42.6	40.4
COTTON GINNING	53.8	44.2	44.2
TOTAL FARM LABOR & MANAGEMENT	37.2	41.0	38.6
FARM LABOR CONTRACTORS	36.8	40.7	38.3
FARM MANAGEMENT SERVICES	41.9	44.1	42.8

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 1-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
CALIFORNIA  
(IN DOLLARS PER HOUR)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	6.80	6.67	6.74
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.78	6.71	6.68
CASH GRAINS	7.28	6.91	7.29
RICE	7.51	7.03	7.60
OTHER CASH GRAINS	6.95	6.75	6.89
FIELD CROPS EXCEPT CASH GRAINS	6.49	6.49	6.51
COTTON	6.50	6.47	6.29
OTHER FIELD CROPS	6.48	6.53	6.83
VEGETABLES AND MELONS	7.52	7.46	7.28
TOTAL FRUITS AND TREE NUTS	6.69	6.64	6.60
BERRIES	6.60	6.68	6.05
GRAPES	7.21	6.92	7.10
TREE NUTS	6.28	6.59	6.18
CITRUS FRUITS	7.18	7.00	7.33
DECIDUOUS TREE FRUIT	6.06	5.84	6.15
OTHER FRUITS AND NUTS	6.44	6.43	6.25
TOTAL HORTICULTURAL SPECIALTIES	7.06	6.93	6.92
ORNAMENTAL FLORAL & NURSERY	6.89	6.74	6.79
FOOD CROPS GROWN UNDER COVER	8.58	8.62	8.18
GENERAL FARM PRIMARILY CROP	6.09	6.07	6.10
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.49	7.45	7.44
BEEF CATTLE FEED LOTS	7.20	7.23	7.15
BEEF CATTLE EXCEPT FEED LOTS	7.98	7.84	7.98
DAIRY FARMS	7.58	7.57	7.51
CHICKEN EGGS	6.90	6.72	6.84
TURKEYS & TURKEY EGGS	7.58	7.52	7.44
OTHER LIVESTOCK	7.13	7.15	7.07
TOTAL AGRICULTURAL SERVICES	6.69	6.47	6.70
SOIL PREPARATION SERVICES	9.53	9.38	9.77
CROP SERVICES	7.34	7.29	7.34
PLANT CULTIVATE & PROTECTION	7.53	7.48	7.50
HARVEST PRIMARILY BY MACHINE	7.83	7.75	7.78
PREPARATION SVCS FOR MARKET	7.16	7.15	7.22
COTTON GINNING	8.22	9.02	7.72
TOTAL FARM LABOR & MANAGEMENT	6.35	6.12	6.40
FARM LABOR CONTRACTORS	6.25	6.04	6.25
FARM MANAGEMENT SERVICES	7.40	7.09	7.90

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

# SAN JOAQUIN

## Wage and Salary Employment in Agricultural Establishments

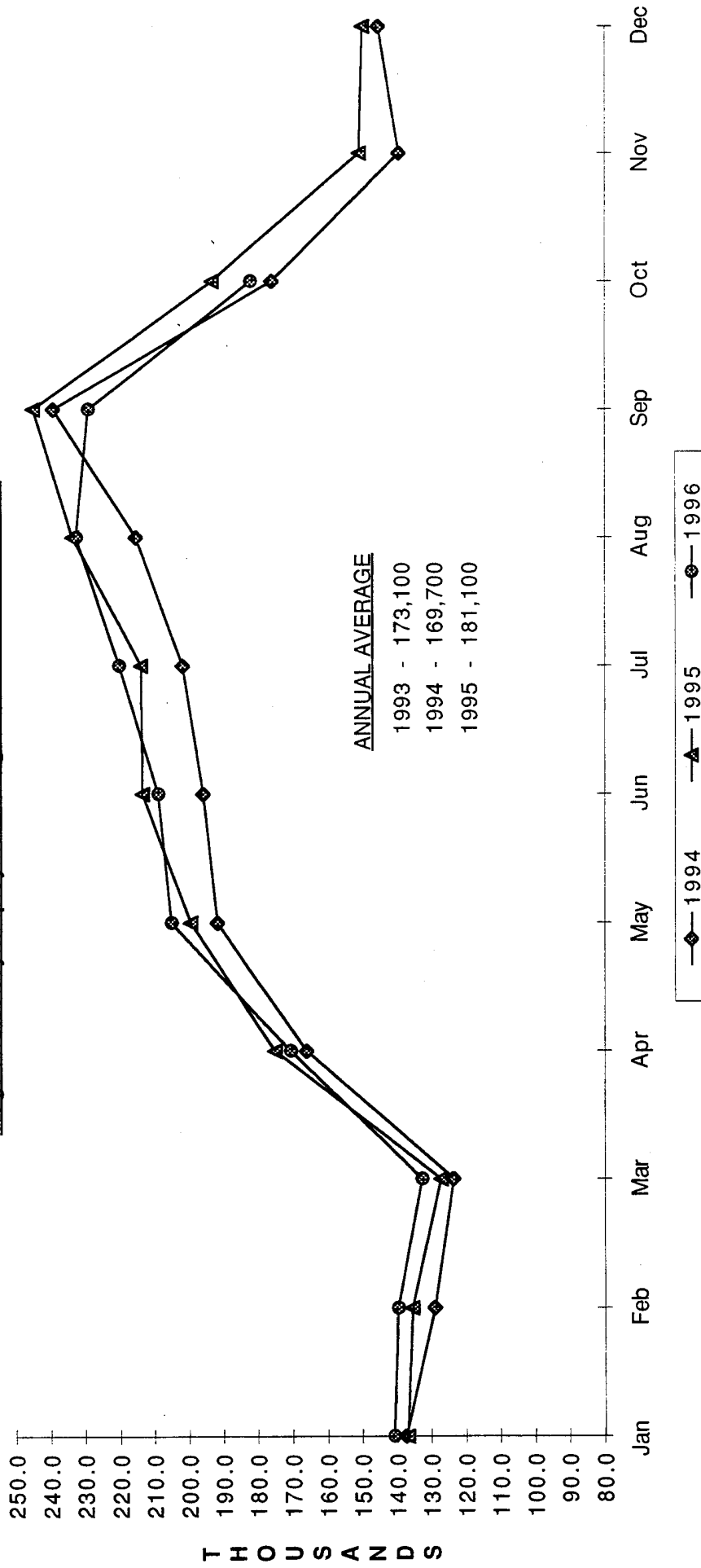


TABLE 2-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
SAN JOAQUIN VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	182.0	229.1	193.3
TOTAL AGRICULTURAL PRODUCTION/CROPS	81.9	114.1	89.6
TOTAL FIELD CROPS	10.4	10.0	10.0
COTTON	6.8	6.5	6.8
OTHER FIELD CROPS	3.6	3.5	3.2
VEGETABLES AND MELONS	5.6	7.9	5.4
TOTAL FRUITS AND TREE NUTS	46.9	75.3	55.0
GRAPES	24.0	46.7	32.0
TREE NUTS	7.5	8.1	7.8
CITRUS FRUITS	2.4	2.1	2.1
DECIDUOUS TREE FRUIT	7.8	11.1	7.5
OTHER FRUITS AND NUTS	5.2	7.3	5.6
HORTICULTURAL SPECIALTIES	2.7	2.4	2.8
GENERAL FARM PRIMARILY CROP	16.3	18.5	16.4
TOTAL AGRIC PRODUCTION/LIVESTOCK	14.1	14.1	14.0
BEEF CATTLE FEED LOTS	0.3	0.3	0.3
BEEF CATTLE EXCEPT FEED LOTS	1.2	1.2	1.2
DAIRY FARMS	9.6	9.6	9.4
POULTRY & EGGS	2.0	1.9	2.0
OTHER LIVESTOCK	1.0	1.1	1.1
TOTAL AGRICULTURAL SERVICES	86.0	100.9	89.7
CROP SERVICES	24.5	25.3	24.0
PLANT CULTIVATE & PROTECTION	3.8	3.8	3.9
HARVEST PRIMARILY BY MACHINE	2.0	2.0	2.0
PREPARATION SVCS FOR MARKET	17.0	18.8	16.7
COTTON GINNING	1.7	0.7	1.4
TOTAL FARM LABOR & MANAGEMENT	61.5	75.6	65.7
FARM LABOR CONTRACTORS	57.2	71.4	61.9
FARM MANAGEMENT SERVICES	4.3	4.2	3.8

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 2-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	170.6	218.3	182.3
TOTAL AGRICULTURAL PRODUCTION/CROPS	75.7	108.3	83.9
TOTAL FIELD CROPS	9.5	9.0	9.0
COTTON	6.2	5.9	6.1
OTHER FIELD CROPS	3.3	3.1	2.9
VEGETABLES AND MELONS	5.0	7.4	5.0
TOTAL FRUITS AND TREE NUTS	44.1	72.6	52.6
GRAPES	22.9	45.5	30.9
TREE NUTS	6.8	7.5	7.3
CITRUS FRUITS	2.2	1.9	1.9
DECIDUOUS TREE FRUIT	7.3	10.7	7.1
OTHER FRUITS AND NUTS	4.9	7.0	5.4
HORTICULTURAL SPECIALTIES	2.3	1.9	2.2
GENERAL FARM PRIMARILY CROP	14.8	17.4	15.1
TOTAL AGRIC PRODUCTION/LIVESTOCK	13.0	13.0	13.0
BEEF CATTLE FEED LOTS	0.2	0.3	0.2
BEEF CATTLE EXCEPT FEED LOTS	1.1	1.0	1.1
DAIRY FARMS	9.0	9.0	8.8
POULTRY & EGGS	1.8	1.8	1.9
OTHER LIVESTOCK	0.9	0.9	1.0
TOTAL AGRICULTURAL SERVICES	81.9	97.0	85.4
CROP SERVICES	21.6	22.6	20.9
PLANT CULTIVATE & PROTECTION	3.2	3.2	3.2
HARVEST PRIMARILY BY MACHINE	1.8	1.9	1.7
PREPARATION SVCS FOR MARKET	15.2	17.0	14.8
COTTON GINNING	1.4	0.5	1.2
TOTAL FARM LABOR & MANAGEMENT	60.3	74.4	64.5
FARM LABOR CONTRACTORS	56.4	70.5	61.1
FARM MANAGEMENT SERVICES	3.9	3.9	3.4

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 2-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	271.65	282.92	285.79
TOTAL AGRICULTURAL PRODUCTION/CROPS	277.93	286.08	289.45
TOTAL FIELD CROPS	373.92	338.13	334.65
COTTON	389.26	330.50	312.09
OTHER FIELD CROPS	344.54	353.76	382.19
VEGETABLES AND MELONS	317.58	304.42	277.76
TOTAL FRUITS AND TREE NUTS	243.04	272.85	273.55
GRAPES	229.75	271.75	285.60
TREE NUTS	267.13	313.83	270.44
CITRUS FRUITS	259.37	278.63	282.75
DECIDUOUS TREE FRUIT	240.77	255.78	221.84
OTHER FRUITS AND NUTS	267.32	259.60	274.65
HORTICULTURAL SPECIALTIES	268.71	308.94	278.69
GENERAL FARM PRIMARILY CROP	309.50	305.11	324.74
TOTAL AGRIC PRODUCTION/LIVESTOCK	341.44	363.91	374.23
BEEF CATTLE FEED LOTS	340.58	351.07	348.23
BEEF CATTLE EXCEPT FEED LOTS	337.82	363.88	360.22
DAIRY FARMS	339.89	370.26	386.29
POULTRY & EGGS	368.63	357.70	357.89
OTHER LIVESTOCK	300.96	321.05	320.28
TOTAL AGRICULTURAL SERVICES	254.80	268.38	267.97
CROP SERVICES	288.21	290.90	312.68
PLANT CULTIVATE & PROTECTION	400.19	361.94	380.77
HARVEST PRIMARILY BY MACHINE	325.94	351.10	333.32
PREPARATION SVCS FOR MARKET	246.69	268.16	291.75
COTTON GINNING	429.63	396.49	360.97
TOTAL FARM LABOR & MANAGEMENT	242.65	261.76	253.86
FARM LABOR CONTRACTORS	241.47	258.66	249.96
FARM MANAGEMENT SERVICES	261.09	310.70	326.80

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 2-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN HOURS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	41.6	44.0	43.9
TOTAL AGRICULTURAL PRODUCTION/CROPS	43.7	44.7	44.6
TOTAL FIELD CROPS	57.0	52.1	52.7
COTTON	58.8	51.4	50.5
OTHER FIELD CROPS	53.5	53.6	57.3
VEGETABLES AND MELONS	47.9	45.3	44.3
TOTAL FRUITS AND TREE NUTS	38.7	42.5	41.7
GRAPES	35.4	41.3	42.5
TREE NUTS	44.3	49.5	45.3
CITRUS FRUITS	40.4	42.8	43.5
DECIDUOUS TREE FRUIT	41.8	44.1	34.5
OTHER FRUITS AND NUTS	41.0	40.0	41.3
HORTICULTURAL SPECIALTIES	37.9	45.1	39.7
GENERAL FARM PRIMARILY CROP	49.6	50.1	50.9
TOTAL AGRIC PRODUCTION/LIVESTOCK	44.4	48.2	50.3
BEEF CATTLE FEED LOTS	47.7	49.1	48.5
BEEF CATTLE EXCEPT FEED LOTS	40.8	44.0	43.4
DAIRY FARMS	43.8	48.4	51.3
POULTRY & EGGS	46.9	48.6	49.5
OTHER LIVESTOCK	48.0	50.4	51.0
TOTAL AGRICULTURAL SERVICES	39.2	42.6	42.2
CROP SERVICES	39.0	39.1	42.6
PLANT CULTIVATE & PROTECTION	48.1	45.7	47.3
HARVEST PRIMARILY BY MACHINE	37.9	42.2	42.3
PREPARATION SVCS FOR MARKET	35.7	37.4	41.5
COTTON GINNING	54.8	44.3	44.4
TOTAL FARM LABOR & MANAGEMENT	39.2	43.7	42.1
FARM LABOR CONTRACTORS	39.2	43.4	41.8
FARM MANAGEMENT SERVICES	39.8	47.8	47.5

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 2-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
SAN JOAQUIN VALLEY REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	6.53	6.43	6.51
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.36	6.40	6.49
TOTAL FIELD CROPS	6.56	6.49	6.35
COTTON	6.62	6.43	6.18
OTHER FIELD CROPS	6.44	6.60	6.67
VEGETABLES AND MELONS	6.63	6.72	6.27
TOTAL FRUITS AND TREE NUTS	6.28	6.42	6.56
GRAPES	6.49	6.58	6.72
TREE NUTS	6.03	6.34	5.97
CITRUS FRUITS	6.42	6.51	6.50
DECIDUOUS TREE FRUIT	5.76	5.80	6.43
OTHER FRUITS AND NUTS	6.52	6.49	6.65
HORTICULTURAL SPECIALTIES	7.09	6.85	7.02
GENERAL FARM PRIMARILY CROP	6.24	6.09	6.38
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.69	7.55	7.44
BEEF CATTLE FEED LOTS	7.14	7.15	7.18
BEEF CATTLE EXCEPT FEED LOTS	8.28	8.27	8.30
DAIRY FARMS	7.76	7.65	7.53
POULTRY & EGGS	7.86	7.36	7.23
OTHER LIVESTOCK	6.27	6.37	6.28
TOTAL AGRICULTURAL SERVICES	6.50	6.30	6.35
CROP SERVICES	7.39	7.44	7.34
PLANT CULTIVATE & PROTECTION	8.32	7.92	8.05
HARVEST PRIMARILY BY MACHINE	8.60	8.32	7.88
PREPARATION SVCS FOR MARKET	6.91	7.17	7.03
COTTON GINNING	7.84	8.95	8.13
TOTAL FARM LABOR & MANAGEMENT	6.19	5.99	6.03
FARM LABOR CONTRACTORS	6.16	5.96	5.98
FARM MANAGEMENT SERVICES	6.56	6.50	6.88

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.



# SOUTH COAST

## Wage and Salary Employment in Agricultural Establishments

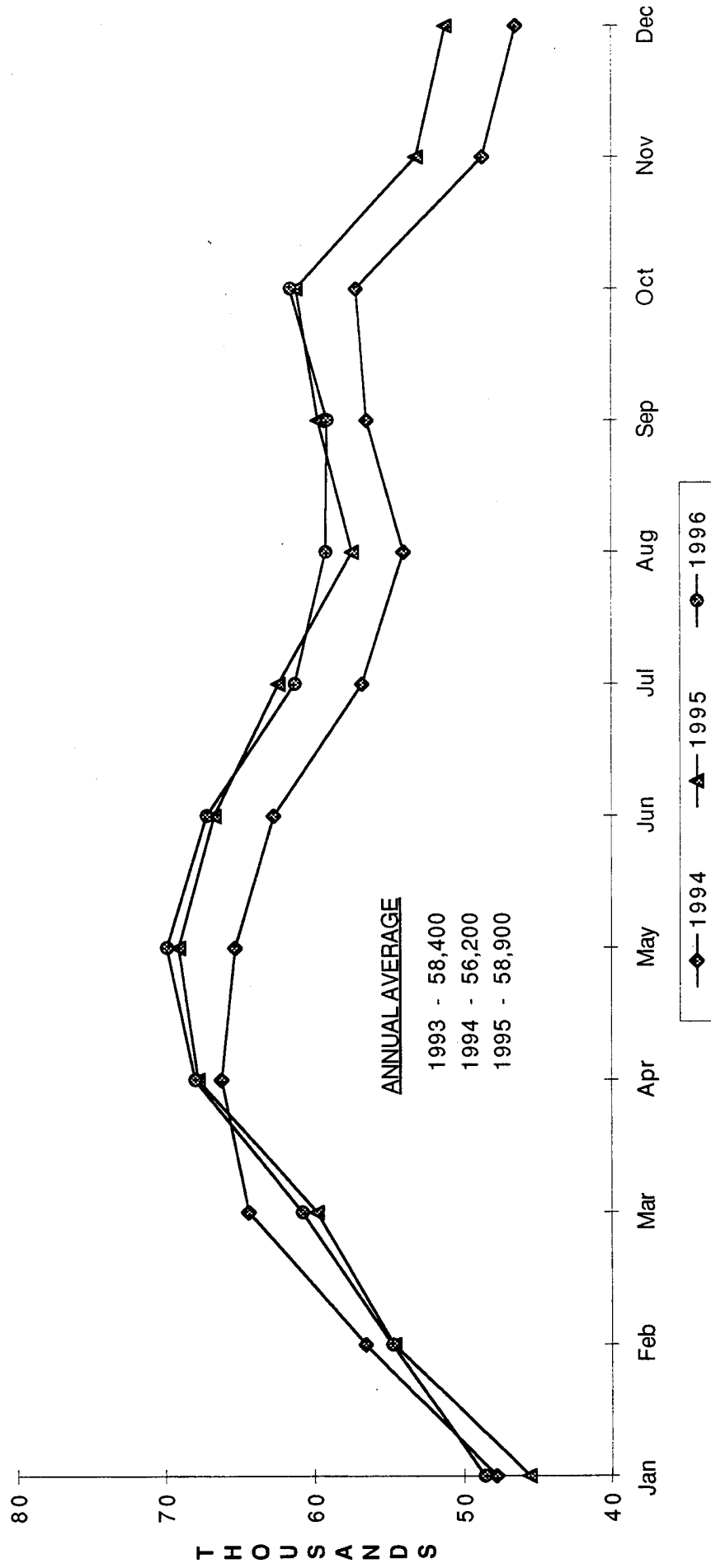


TABLE 3-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
SOUTH COAST REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	61.6	59.1	61.2
TOTAL AGRICULTURAL PRODUCTION/CROPS	43.1	40.8	42.1
VEGETABLES AND MELONS	9.3	9.3	9.4
TOTAL FRUITS AND TREE NUTS	13.2	10.2	12.1
BERRIES	8.1	4.6	6.9
CITRUS FRUITS	2.1	2.0	1.8
OTHER FRUITS AND NUTS	3.0	3.6	3.4
TOTAL HORTICULTURAL SPECIALTIES	15.3	15.8	15.4
ORNAMENTAL FLORAL & NURSERY	14.6	15.1	14.7
FOOD CROPS GROWN UNDER COVER	0.7	0.7	0.7
GENERAL FARM PRIMARILY CROP	5.3	5.5	5.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.9	2.0	2.0
TOTAL AGRICULTURAL SERVICES	16.6	16.3	17.1
CROP SERVICES	5.0	5.0	4.4
HARVEST PRIMARILY BY MACHINE	2.2	2.2	1.8
PREPARATION SVCS FOR MARKET	2.8	2.8	2.6
TOTAL FARM LABOR & MANAGEMENT	11.6	11.3	12.7
FARM LABOR CONTRACTORS	9.8	9.9	10.7
FARM MANAGEMENT SERVICES	1.8	1.4	2.0

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 3-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	55.8	53.5	55.2
TOTAL AGRICULTURAL PRODUCTION/CROPS	38.6	36.3	37.3
VEGETABLES AND MELONS	8.6	8.6	8.7
TOTAL FRUITS AND TREE NUTS	12.5	9.5	11.2
BERRIES	8.0	4.5	6.7
CITRUS FRUITS	1.7	1.6	1.3
OTHER FRUITS AND NUTS	2.8	3.4	3.2
TOTAL HORTICULTURAL SPECIALTIES	12.6	13.1	12.6
ORNAMENTAL FLORAL & NURSERY	11.9	12.4	12.0
FOOD CROPS GROWN UNDER COVER	0.7	0.7	0.6
GENERAL FARM PRIMARILY CROP	4.9	5.1	4.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.7	1.7	1.7
TOTAL AGRICULTURAL SERVICES	15.5	15.5	16.2
CROP SERVICES	4.5	4.7	4.2
HARVEST PRIMARILY BY MACHINE	2.0	2.1	1.7
PREPARATION SVCS FOR MARKET	2.5	2.6	2.5
TOTAL FARM LABOR & MANAGEMENT	11.0	10.8	12.0
FARM LABOR CONTRACTORS	9.3	9.5	10.2
FARM MANAGEMENT SERVICES	1.7	1.3	1.8

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 3-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	293.70	295.74	278.28
TOTAL AGRICULTURAL PRODUCTION/CROPS	301.20	306.68	282.95
VEGETABLES AND MELONS	341.90	336.06	321.86
TOTAL FRUITS AND TREE NUTS	268.27	274.07	228.38
BERRIES	267.15	274.24	207.20
CITRUS FRUITS	280.44	304.06	256.30
OTHER FRUITS AND NUTS	265.42	259.84	260.48
TOTAL HORTICULTURAL SPECIALTIES	323.40	317.09	296.59
ORNAMENTAL FLORAL & NURSERY	311.22	311.96	293.02
FOOD CROPS GROWN UNDER COVER	541.63	415.15	367.74
GENERAL FARM PRIMARILY CROP	255.85	292.37	307.44
TOTAL AGRIC PRODUCTION/LIVESTOCK	339.22	351.94	334.72
TOTAL AGRICULTURAL SERVICES	269.92	262.51	261.44
CROP SERVICES	345.75	312.02	303.28
HARVEST PRIMARILY BY MACHINE	294.12	291.47	276.38
PREPARATION SVCS FOR MARKET	387.13	329.16	322.28
TOTAL FARM LABOR & MANAGEMENT	238.90	241.23	247.09
FARM LABOR CONTRACTORS	240.48	232.51	244.65
FARM MANAGEMENT SERVICES	226.51	304.76	264.41

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 3-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN HOURS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	41.6	43.3	42.1
TOTAL AGRICULTURAL PRODUCTION/CROPS	44.1	45.3	43.8
VEGETABLES AND MELONS	46.9	47.6	48.4
TOTAL FRUITS AND TREE NUTS	40.1	42.1	38.0
BERRIES	40.6	43.6	37.0
CITRUS FRUITS	41.0	41.2	36.2
OTHER FRUITS AND NUTS	38.3	40.6	40.7
TOTAL HORTICULTURAL SPECIALTIES	46.6	46.7	45.7
ORNAMENTAL FLORAL & NURSERY	45.7	46.7	46.0
FOOD CROPS GROWN UNDER COVER	62.4	47.5	40.5
GENERAL FARM PRIMARILY CROP	43.0	43.9	44.3
TOTAL AGRIC PRODUCTION/LIVESTOCK	44.4	46.8	44.1
TOTAL AGRICULTURAL SERVICES	35.1	38.1	38.0
CROP SERVICES	43.6	39.9	40.6
HARVEST PRIMARILY BY MACHINE	38.7	38.2	37.5
PREPARATION SVCS FOR MARKET	47.5	41.3	42.8
TOTAL FARM LABOR & MANAGEMENT	31.6	37.4	37.1
FARM LABOR CONTRACTORS	31.6	36.5	36.9
FARM MANAGEMENT SERVICES	31.2	43.6	38.6

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 3-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
SOUTH COAST REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	7.06	6.83	6.61
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.83	6.77	6.46
VEGETABLES AND MELONS	7.29	7.06	6.65
TOTAL FRUITS AND TREE NUTS	6.69	6.51	6.01
BERRIES	6.58	6.29	5.60
CITRUS FRUITS	6.84	7.38	7.08
OTHER FRUITS AND NUTS	6.93	6.40	6.40
TOTAL HORTICULTURAL SPECIALTIES	6.94	6.79	6.49
ORNAMENTAL FLORAL & NURSERY	6.81	6.68	6.37
FOOD CROPS GROWN UNDER COVER	8.68	8.74	9.08
GENERAL FARM PRIMARILY CROP	5.95	6.66	6.94
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.64	7.52	7.59
TOTAL AGRICULTURAL SERVICES	7.69	6.89	6.88
CROP SERVICES	7.93	7.82	7.47
HARVEST PRIMARILY BY MACHINE	7.60	7.63	7.37
PREPARATION SVCS FOR MARKET	8.15	7.97	7.53
TOTAL FARM LABOR & MANAGEMENT	7.56	6.45	6.66
FARM LABOR CONTRACTORS	7.61	6.37	6.63
FARM MANAGEMENT SERVICES	7.26	6.99	6.85

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

## CENTRAL COAST

### Wage and Salary Employment in Agricultural Establishments

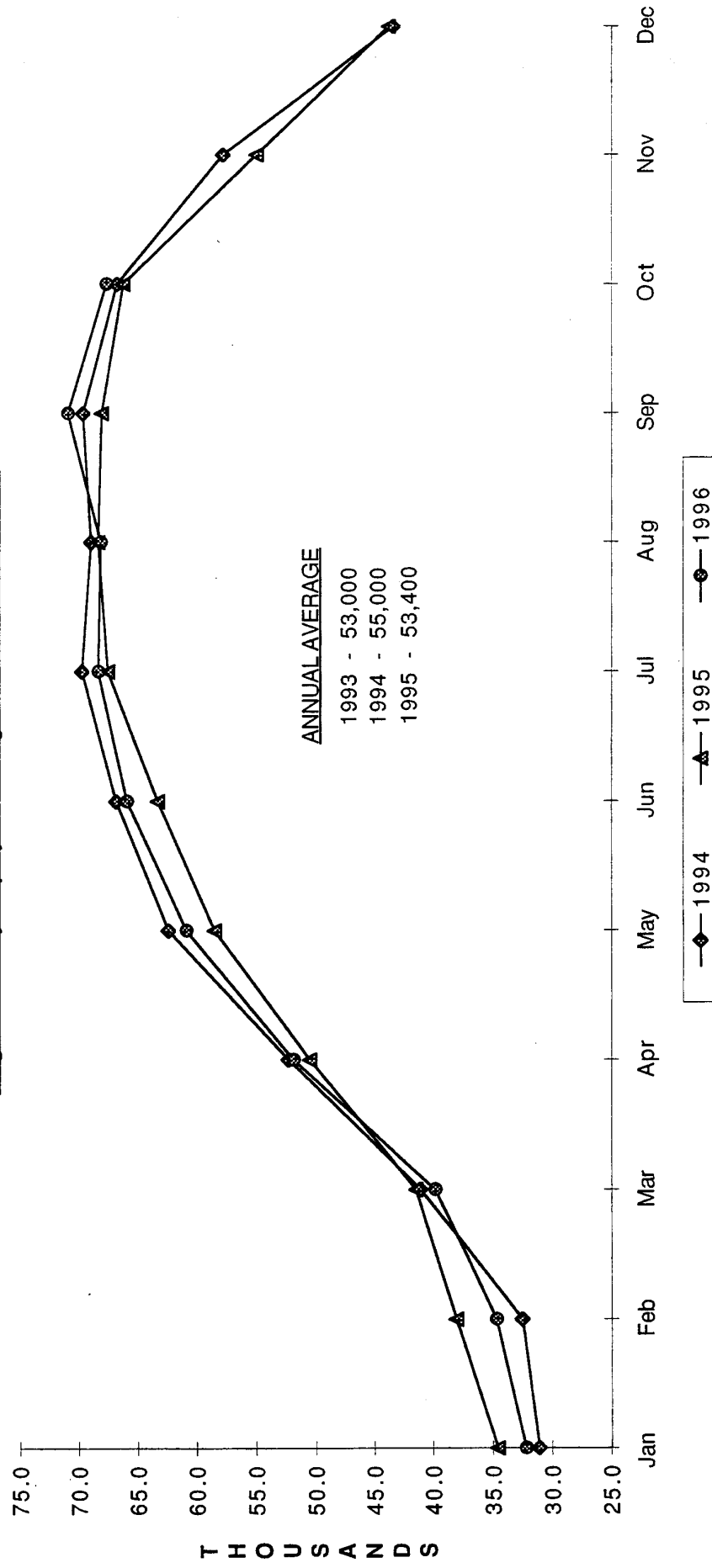


TABLE 4-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
CENTRAL COAST REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	67.6	70.9	66.2
TOTAL AGRICULTURAL PRODUCTION/CROPS	44.9	47.5	41.8
VEGETABLES AND MELONS	15.5	15.3	14.5
TOTAL FRUITS AND TREE NUTS	15.6	18.2	13.9
BERRIES	11.3	13.4	10.6
DECIDUOUS TREE FRUIT	2.2	2.5	1.5
OTHER FRUITS AND NUTS	2.1	2.3	1.8
TOTAL HORTICULTURAL SPECIALTIES	10.3	10.1	10.2
ORNAMENTAL FLORAL & NURSERY	8.1	7.9	8.0
FOOD CROPS GROWN UNDER COVER	2.2	2.2	2.2
GENERAL FARM PRIMARILY CROP	3.5	3.9	3.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.2	1.2	1.1
TOTAL AGRICULTURAL SERVICES	21.5	22.2	23.3
CROP SERVICES	8.6	8.4	11.4
HARVEST PRIMARILY BY MACHINE	3.0	2.9	3.1
PREPARATION SVCS FOR MARKET	5.6	5.5	8.3
TOTAL FARM LABOR & MANAGEMENT	12.9	13.8	11.9

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.



TABLE 4-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
CENTRAL COAST REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	63.3	66.6	61.8
TOTAL AGRICULTURAL PRODUCTION/CROPS	41.8	44.2	38.4
VEGETABLES AND MELONS	14.4	14.2	13.4
TOTAL FRUITS AND TREE NUTS	15.3	17.9	13.6
BERRIES	11.2	13.3	10.5
DECIDUOUS TREE FRUIT	2.1	2.4	1.4
OTHER FRUITS AND NUTS	2.0	2.2	1.7
TOTAL HORTICULTURAL SPECIALTIES	8.7	8.4	8.5
ORNAMENTAL FLORAL & NURSERY	6.8	6.5	6.6
FOOD CROPS GROWN UNDER COVER	1.9	1.9	1.9
GENERAL FARM PRIMARILY CROP	3.4	3.7	2.9
TOTAL AGRIC PRODUCTION/LIVESTOCK	0.8	0.9	0.9
TOTAL AGRICULTURAL SERVICES	20.7	21.5	22.5
CROP SERVICES	7.9	7.7	10.7
HARVEST PRIMARILY BY MACHINE	2.8	2.7	2.9
PREPARATION SVCS FOR MARKET	5.1	5.0	7.8
TOTAL FARM LABOR & MANAGEMENT	12.8	13.8	11.8

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 4-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
CENTRAL COAST REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	307.44	303.17	303.68
TOTAL AGRICULTURAL PRODUCTION/CROPS	324.63	321.01	313.17
VEGETABLES AND MELONS	331.69	340.13	323.23
TOTAL FRUITS AND TREE NUTS	306.16	294.55	288.29
BERRIES	291.02	288.41	272.43
DECIDUOUS TREE FRUIT	268.66	252.68	311.88
OTHER FRUITS AND NUTS	430.61	374.93	372.36
TOTAL HORTICULTURAL SPECIALTIES	341.97	343.10	338.20
ORNAMENTAL FLORAL & NURSERY	323.41	326.40	321.17
FOOD CROPS GROWN UNDER COVER	406.56	399.83	394.96
GENERAL FARM PRIMARILY CROP	340.82	332.15	307.67
TOTAL AGRIC PRODUCTION/LIVESTOCK	336.60	346.26	332.42
TOTAL AGRICULTURAL SERVICES	270.66	263.35	286.90
CROP SERVICES	333.90	311.56	329.34
HARVEST PRIMARILY BY MACHINE	337.15	319.59	345.82
PREPARATION SVCS FOR MARKET	332.51	307.47	323.64
TOTAL FARM LABOR & MANAGEMENT	231.13	237.12	248.40

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 4-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
CENTRAL COAST REGION  
(IN HOURS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	42.0	42.7	41.6
TOTAL AGRICULTURAL PRODUCTION/CROPS	43.4	44.4	43.8
VEGETABLES AND MELONS	41.0	43.0	41.6
TOTAL FRUITS AND TREE NUTS	42.7	43.0	42.9
BERRIES	43.5	43.5	42.7
DECIDUOUS TREE FRUIT	38.6	40.3	45.2
OTHER FRUITS AND NUTS	42.3	42.8	42.8
TOTAL HORTICULTURAL SPECIALTIES	46.4	47.0	47.3
ORNAMENTAL FLORAL & NURSERY	46.4	47.1	47.3
FOOD CROPS GROWN UNDER COVER	46.2	46.6	47.3
GENERAL FARM PRIMARILY CROP	49.9	51.1	47.7
TOTAL AGRIC PRODUCTION/LIVESTOCK	44.0	45.5	44.8
TOTAL AGRICULTURAL SERVICES	39.0	38.9	37.7
CROP SERVICES	42.0	38.8	38.7
HARVEST PRIMARILY BY MACHINE	43.9	40.2	42.8
PREPARATION SVCS FOR MARKET	41.0	38.1	37.2
TOTAL FARM LABOR & MANAGEMENT	37.1	39.0	36.8

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 4-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
CENTRAL COAST REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	7.32	7.10	7.30
TOTAL AGRICULTURAL PRODUCTION/CROPS	7.48	7.23	7.15
VEGETABLES AND MELONS	8.09	7.91	7.77
TOTAL FRUITS AND TREE NUTS	7.17	6.85	6.72
BERRIES	6.69	6.63	6.38
DECIDUOUS TREE FRUIT	6.96	6.27	6.90
OTHER FRUITS AND NUTS	10.18	8.76	8.70
TOTAL HORTICULTURAL SPECIALTIES	7.37	7.30	7.15
ORNAMENTAL FLORAL & NURSERY	6.97	6.93	6.79
FOOD CROPS GROWN UNDER COVER	8.80	8.58	8.35
GENERAL FARM PRIMARILY CROP	6.83	6.50	6.45
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.65	7.61	7.42
TOTAL AGRICULTURAL SERVICES	6.94	6.77	7.61
CROP SERVICES	7.95	8.03	8.51
HARVEST PRIMARILY BY MACHINE	7.68	7.95	8.08
PREPARATION SVCS FOR MARKET	8.11	8.07	8.70
TOTAL FARM LABOR & MANAGEMENT	6.23	6.08	6.75

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

# DESERT

## Wage and Salary Employment in Agricultural Establishments

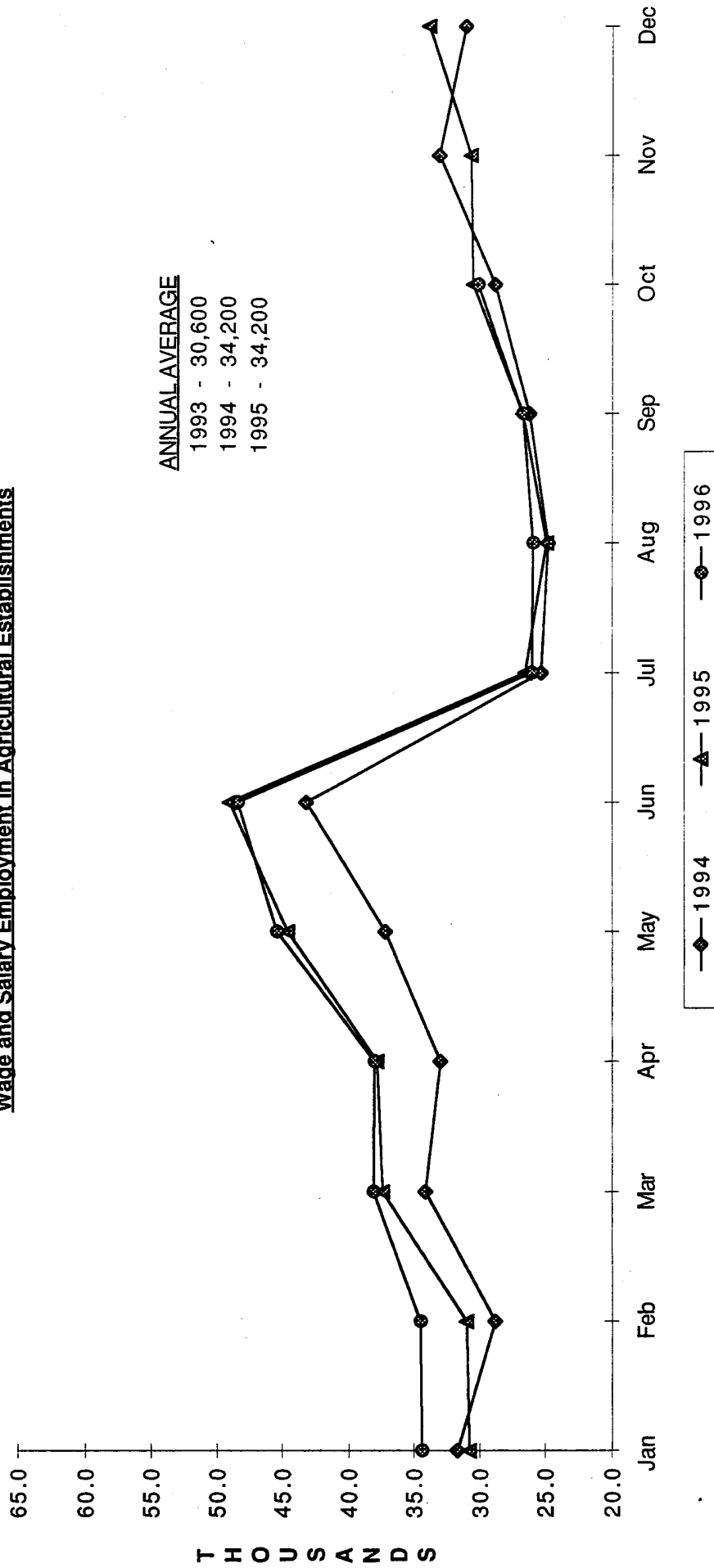


TABLE 5-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
DESERT REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	30.1	26.7	30.5
TOTAL AGRICULTURAL PRODUCTION/CROPS	12.4	10.7	12.6
FIELD CROPS	1.5	1.5	1.6
VEGETABLES AND MELONS	2.6	2.1	3.0
TOTAL FRUITS AND TREE NUTS	4.4	4.1	4.7
GRAPES	1.6	1.4	1.9
CITRUS FRUITS	1.2	1.0	1.4
OTHER FRUITS AND NUTS	1.6	1.7	1.4
HORTICULTURAL SPECIALTIES	1.0	0.9	0.9
GENERAL FARM PRIMARILY CROP	2.9	2.1	2.4
TOTAL AGRIC PRODUCTION/LIVESTOCK	5.0	5.0	4.9
DAIRY FARMS	1.1	1.1	1.1
CHICKEN EGGS	0.8	0.8	0.8
OTHER LIVESTOCK	3.1	3.1	3.0
TOTAL AGRICULTURAL SERVICES	12.7	11.0	13.0
CROP SERVICES	5.1	5.5	4.5
PLANT CULTIVATE & PROTECTION	0.9	0.8	0.9
HARVEST PRIMARILY BY MACHINE	1.8	1.8	1.4
PREPARATION SVCS FOR MARKET	2.4	2.9	2.2
TOTAL FARM LABOR & MANAGEMENT	7.6	5.5	8.5

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 5-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
DESERT REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	28.0	24.4	27.9
TOTAL AGRICULTURAL PRODUCTION/CROPS	11.5	9.8	11.3
FIELD CROPS	1.3	1.4	1.4
VEGETABLES AND MELONS	2.5	2.0	2.7
TOTAL FRUITS AND TREE NUTS	4.1	3.8	4.3
GRAPES	1.5	1.3	1.8
CITRUS FRUITS	1.1	0.9	1.3
OTHER FRUITS AND NUTS	1.5	1.6	1.2
HORTICULTURAL SPECIALTIES	0.8	0.7	0.7
GENERAL FARM PRIMARILY CROP	2.8	1.9	2.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	4.4	4.4	4.4
DAIRY FARMS	1.1	1.0	1.1
CHICKEN EGGS	0.6	0.6	0.6
OTHER LIVESTOCK	2.7	2.8	2.7
TOTAL AGRICULTURAL SERVICES	12.1	10.2	12.2
CROP SERVICES	4.5	4.9	4.0
PLANT CULTIVATE & PROTECTION	0.8	0.6	0.7
HARVEST PRIMARILY BY MACHINE	1.7	1.7	1.3
PREPARATION SVCS FOR MARKET	2.0	2.6	2.0
TOTAL FARM LABOR & MANAGEMENT	7.6	5.3	8.2

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 5-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
DESERT REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	278.52	303.05	268.80
TOTAL AGRICULTURAL PRODUCTION/CROPS	292.38	308.69	292.15
FIELD CROPS	340.53	323.13	304.19
VEGETABLES AND MELONS	328.24	339.84	289.22
TOTAL FRUITS AND TREE NUTS	242.60	277.10	289.29
GRAPES	192.72	306.90	309.60
CITRUS FRUITS	314.58	293.78	312.33
OTHER FRUITS AND NUTS	239.80	241.97	235.00
HORTICULTURAL SPECIALTIES	355.23	314.43	328.84
GENERAL FARM PRIMARILY CROP	292.49	328.49	283.61
TOTAL AGRIC PRODUCTION/LIVESTOCK	349.81	362.85	373.80
DAIRY FARMS	417.21	435.69	474.00
CHICKEN EGGS	326.65	316.87	302.34
OTHER LIVESTOCK	329.24	346.52	351.44
TOTAL AGRICULTURAL SERVICES	240.22	271.35	208.64
CROP SERVICES	337.71	277.54	245.90
PLANT CULTIVATE & PROTECTION	325.52	341.95	286.88
HARVEST PRIMARILY BY MACHINE	339.89	232.32	237.61
PREPARATION SVCS FOR MARKET	340.32	292.17	236.62
TOTAL FARM LABOR & MANAGEMENT	181.44	265.38	190.45

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.



TABLE 5-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
DESERT REGION  
(IN HOURS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	42.2	44.5	40.3
TOTAL AGRICULTURAL PRODUCTION/CROPS	45.9	46.7	46.3
FIELD CROPS	50.3	48.3	46.3
VEGETABLES AND MELONS	48.2	46.3	46.8
TOTAL FRUITS AND TREE NUTS	41.9	43.5	43.7
GRAPES	43.7	45.0	48.0
CITRUS FRUITS	42.0	42.7	40.3
OTHER FRUITS AND NUTS	39.9	42.6	41.3
HORTICULTURAL SPECIALTIES	48.2	44.6	45.8
GENERAL FARM PRIMARILY CROP	47.1	53.5	51.1
TOTAL AGRIC PRODUCTION/LIVESTOCK	47.4	49.3	47.8
DAIRY FARMS	48.4	51.5	50.0
CHICKEN EGGS	48.9	48.9	46.3
OTHER LIVESTOCK	46.7	48.6	47.3
TOTAL AGRICULTURAL SERVICES	36.9	40.2	32.0
CROP SERVICES	47.1	41.3	37.6
PLANT CULTIVATE & PROTECTION	52.0	54.8	46.8
HARVEST PRIMARILY BY MACHINE	43.8	35.2	33.8
PREPARATION SVCS FOR MARKET	48.0	42.1	36.8
TOTAL FARM LABOR & MANAGEMENT	30.7	39.2	29.3

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 5-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
DESERT REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	6.60	6.81	6.67
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.37	6.61	6.31
FIELD CROPS	6.77	6.69	6.57
VEGETABLES AND MELONS	6.81	7.34	6.18
TOTAL FRUITS AND TREE NUTS	5.79	6.37	6.62
GRAPES	4.41	6.82	6.45
CITRUS FRUITS	7.49	6.88	7.75
OTHER FRUITS AND NUTS	6.01	5.68	5.69
HORTICULTURAL SPECIALTIES	7.37	7.05	7.18
GENERAL FARM PRIMARILY CROP	6.21	6.14	5.55
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.38	7.36	7.82
DAIRY FARMS	8.62	8.46	9.48
CHICKEN EGGS	6.68	6.48	6.53
OTHER LIVESTOCK	7.05	7.13	7.43
TOTAL AGRICULTURAL SERVICES	6.51	6.75	6.52
CROP SERVICES	7.17	6.72	6.54
PLANT CULTIVATE & PROTECTION	6.26	6.24	6.13
HARVEST PRIMARILY BY MACHINE	7.76	6.60	7.03
PREPARATION SVCS FOR MARKET	7.09	6.94	6.43
TOTAL FARM LABOR & MANAGEMENT	5.91	6.77	6.50

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.

## SACRAMENTO

### Wage and Salary Employment in Agricultural Establishments

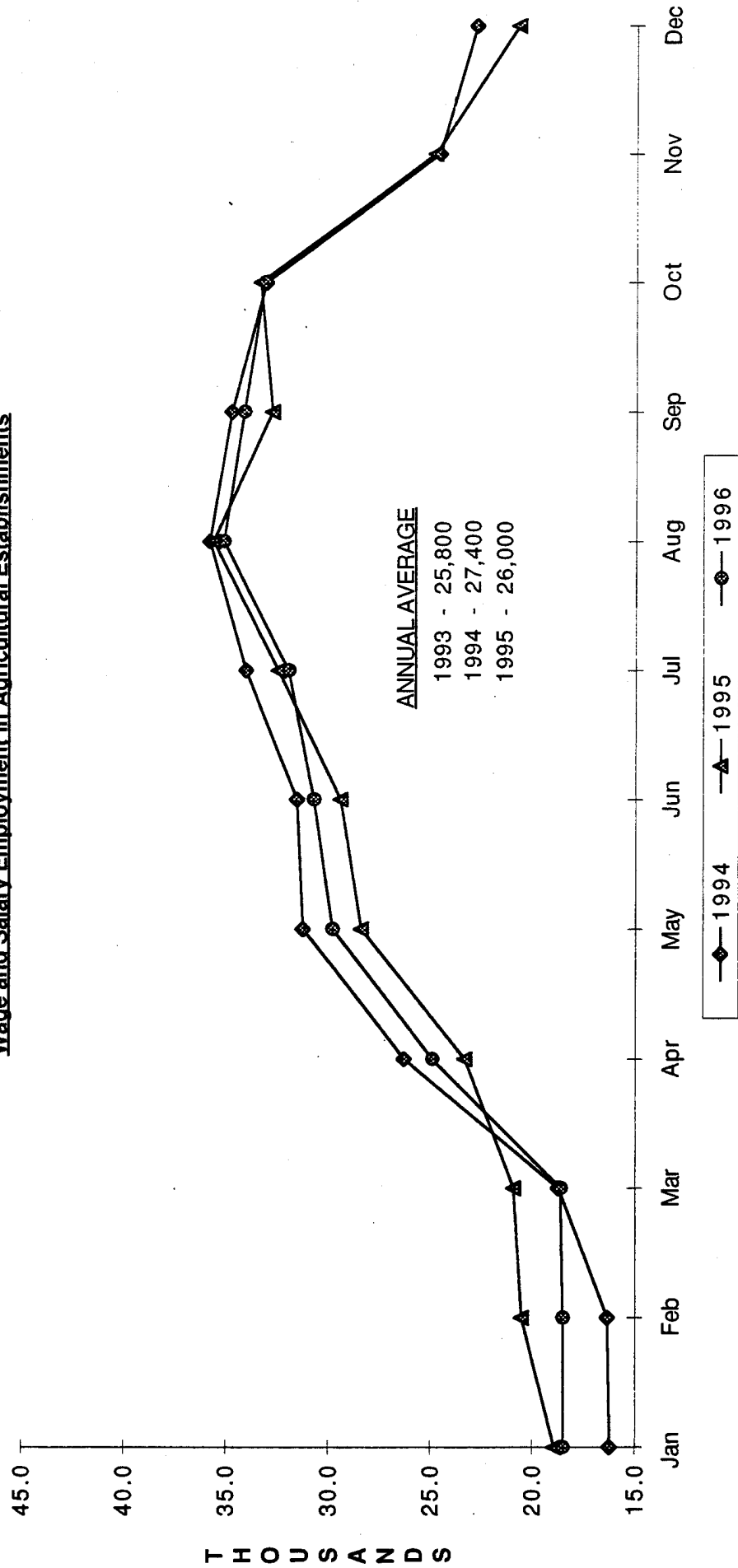


TABLE 6-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
SACRAMENTO VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	33.1	34.1	33.3
TOTAL AGRICULTURAL PRODUCTION/CROPS	24.6	24.4	23.6
RICE	1.8	1.6	1.7
VEGETABLES AND MELONS	2.3	3.2	2.4
TOTAL FRUIT AND TREE NUTS	9.6	10.3	10.3
TREE NUTS	3.1	3.1	3.3
DECIDUOUS TREE FRUIT	3.9	4.6	4.2
OTHER FRUITS AND NUTS	2.6	2.6	2.8
HORTICULTURAL SPECIALTIES	5.5	2.8	4.0
GENERAL FARM PRIMARILY CROP	5.4	6.5	5.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.8	1.9	1.8
TOTAL AGRICULTURAL SERVICES	6.7	7.8	7.9
CROP SERVICES	3.1	3.1	3.5
HARVEST PRIMARILY BY MACHINE	0.8	1.1	1.0
PREPARATION SVCS FOR MARKET	2.3	2.0	2.5
TOTAL FARM LABOR & MANAGEMENT	3.6	4.7	4.4

(1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.

TABLE 6-B  
AGRICULTURAL PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	30.6	31.6	30.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	22.9	22.7	21.9
RICE	1.3	1.3	1.5
VEGETABLES AND MELONS	2.2	3.1	2.3
TOTAL FRUIT AND TREE NUTS	9.1	9.6	9.6
TREE NUTS	2.9	2.9	3.1
DECIDUOUS TREE FRUIT	3.9	4.3	3.9
OTHER FRUITS AND NUTS	2.3	2.4	2.6
HORTICULTURAL SPECIALTIES	5.4	2.6	3.7
GENERAL FARM PRIMARILY CROP	4.9	6.1	4.8
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.6	1.7	1.6
TOTAL AGRICULTURAL SERVICES	6.1	7.2	7.2
CROP SERVICES	2.6	2.6	2.9
HARVEST PRIMARILY BY MACHINE	0.6	0.8	0.7
PREPARATION SVCS FOR MARKET	2.0	1.8	2.2
TOTAL FARM LABOR & MANAGEMENT	3.5	4.6	4.3

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 6-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	285.29	307.20	319.11
TOTAL AGRICULTURAL PRODUCTION/CROPS	273.07	313.11	313.60
RICE	464.87	386.62	461.24
VEGETABLES AND MELONS	368.59	376.68	374.58
TOTAL FRUIT AND TREE NUTS	262.80	270.84	280.30
TREE NUTS	300.04	336.80	331.15
DECIDUOUS TREE FRUIT	238.39	243.95	247.42
OTHER FRUITS AND NUTS	258.90	241.03	270.86
HORTICULTURAL SPECIALTIES	150.50	278.47	272.06
GENERAL FARM PRIMARILY CROP	332.64	347.09	337.29
TOTAL AGRIC PRODUCTION/LIVESTOCK	335.83	318.45	331.50
TOTAL AGRICULTURAL SERVICES	318.96	284.67	335.06
CROP SERVICES	383.52	328.74	392.44
HARVEST PRIMARILY BY MACHINE	451.56	376.44	387.32
PREPARATION SVCS FOR MARKET	363.38	307.10	394.72
TOTAL FARM LABOR & MANAGEMENT	270.57	259.58	296.57

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 6-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN HOURS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	42.9	48.0	47.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	41.5	49.0	47.3
RICE	56.9	54.3	57.8
VEGETABLES AND MELONS	50.7	52.1	47.9
TOTAL FRUIT AND TREE NUTS	43.8	44.4	45.8
TREE NUTS	47.4	50.8	51.5
DECIDUOUS TREE FRUIT	40.2	41.7	41.1
OTHER FRUITS AND NUTS	45.5	41.7	46.3
HORTICULTURAL SPECIALTIES	22.1	41.5	38.7
GENERAL FARM PRIMARILY CROP	50.4	56.9	53.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	48.6	46.9	49.7
TOTAL AGRICULTURAL SERVICES	46.7	44.9	48.7
CROP SERVICES	51.0	43.6	50.9
HARVEST PRIMARILY BY MACHINE	53.0	48.2	51.3
PREPARATION SVCS FOR MARKET	50.4	41.5	50.8
TOTAL FARM LABOR & MANAGEMENT	43.5	45.7	47.3

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 6-E  
AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
SACRAMENTO VALLEY REGION  
(IN DOLLARS PER HOUR)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	6.65	6.40	6.69
TOTAL AGRICULTURAL PRODUCTION/CROPS	6.58	6.39	6.63
RICE	8.17	7.12	7.98
VEGETABLES AND MELONS	7.27	7.23	7.82
TOTAL FRUIT AND TREE NUTS	6.00	6.10	6.12
TREE NUTS	6.33	6.63	6.43
DECIDUOUS TREE FRUIT	5.93	5.85	6.02
OTHER FRUITS AND NUTS	5.69	5.78	5.85
HORTICULTURAL SPECIALTIES	6.81	6.71	7.03
GENERAL FARM PRIMARILY CROP	6.60	6.10	6.34
TOTAL AGRIC PRODUCTION/LIVESTOCK	6.91	6.79	6.67
TOTAL AGRICULTURAL SERVICES	6.83	6.34	6.88
CROP SERVICES	7.52	7.54	7.71
HARVEST PRIMARILY BY MACHINE	8.52	7.81	7.55
PREPARATION SVCS FOR MARKET	7.21	7.40	7.77
TOTAL FARM LABOR & MANAGEMENT	6.22	5.68	6.27

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.



# NORTH COAST

## Wage and Salary Employment in Agricultural Establishments

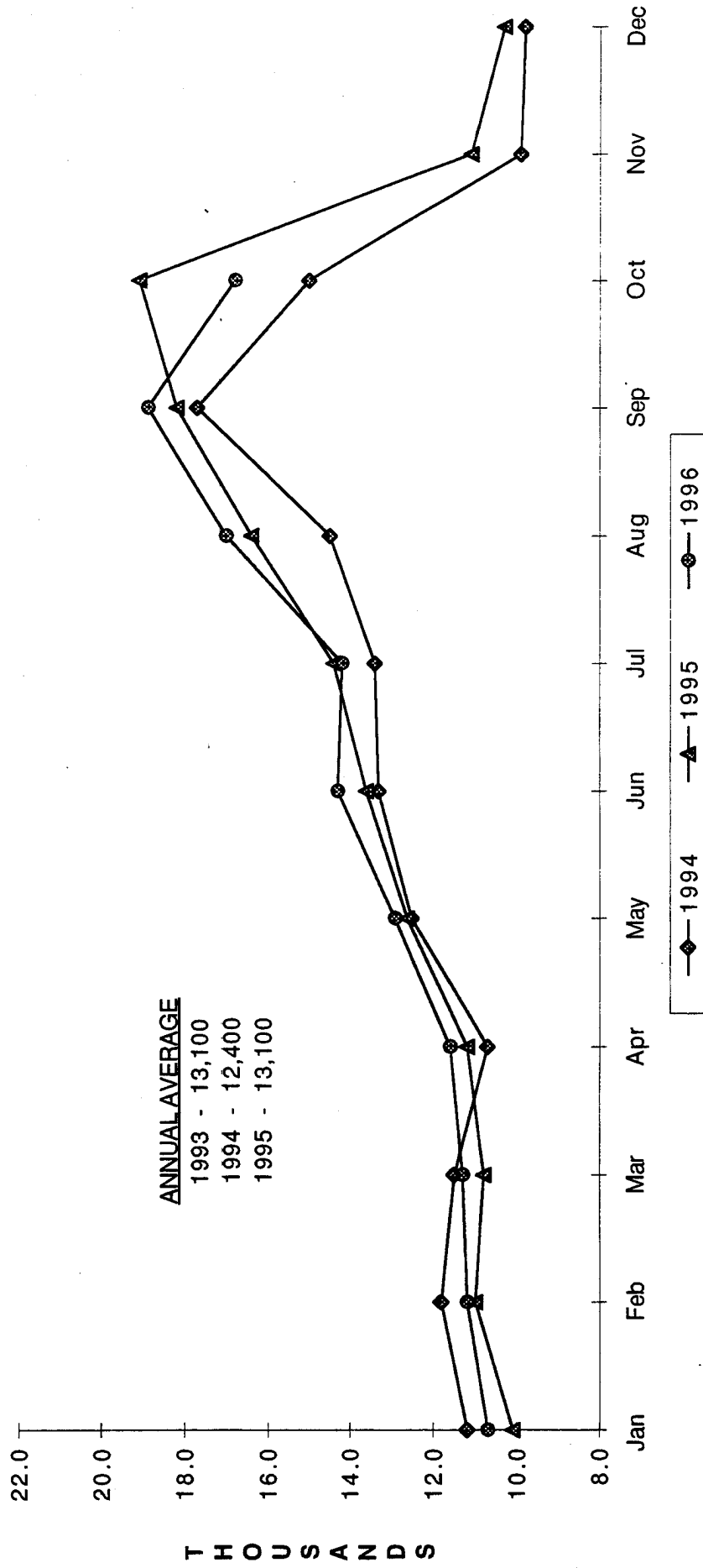


TABLE 7-A  
WAGE AND SALARY WORKERS IN AGRICULTURAL ESTABLISHMENTS (1)  
NORTH COAST REGION  
(IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	16.8	18.9	19.1
TOTAL AGRICULTURAL PRODUCTION/CROPS	11.7	13.6	13.7
TOTAL FRUITS AND TREE NUTS	9.5	11.2	11.1
GRAPES	7.8	9.0	9.6
OTHER FRUITS AND NUTS	1.7	2.2	1.5
TOTAL HORTICULTURAL SPECIALTIES	1.1	1.1	1.4
GENERAL FARM PRIMARILY CROP (2)	1.1	1.3	1.2
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.9	2.0	1.9
TOTAL AGRICULTURAL SERVICES	3.2	3.3	3.5

- (1) WAGE AND SALARY WORKERS ARE ALL EMPLOYEES RECEIVING COMPENSATION FROM AGRICULTURAL EMPLOYERS.
- (2) INSUFFICIENT SAMPLE TO SUPPORT PRODUCTION WORKER, HOURS, OR EARNINGS ESTIMATES.

TABLE 7-B  
 AGRICULTURAL PRODUCTION WORKERS (1)  
 NORTH COAST REGION  
 (IN THOUSANDS)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	14.4	16.4	16.7
TOTAL AGRICULTURAL PRODUCTION/CROPS	9.8	11.7	11.8
TOTAL FRUITS AND TREE NUTS	7.8	9.6	9.6
GRAPES	6.1	7.5	8.2
OTHER FRUITS AND NUTS	1.7	2.1	1.4
TOTAL HORTICULTURAL SPECIALTIES	0.9	0.9	1.1
TOTAL AGRIC PRODUCTION/LIVESTOCK	1.7	1.7	1.7
TOTAL AGRICULTURAL SERVICES	2.9	3.0	3.2

(1) PRODUCTION WORKERS ARE EMPLOYEES ENGAGED IN COMMODITY PRODUCTION. EXCLUDED ARE MANAGERS, SUPERVISORS, OFFICE, SALES AND OTHER STAFF NOT INVOLVED IN PRODUCTION.

TABLE 7-C  
AVERAGE WEEKLY EARNINGS OF PRODUCTION WORKERS (1)  
NORTH COAST REGION  
(IN DOLLARS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	332.61	320.80	327.85
TOTAL AGRICULTURAL PRODUCTION/CROPS	331.85	319.09	323.84
TOTAL FRUITS AND TREE NUTS	336.54	323.76	325.34
GRAPES	358.45	342.31	339.32
OTHER FRUITS AND NUTS	253.16	253.15	244.32
TOTAL HORTICULTURAL SPECIALTIES	303.16	288.01	298.03
TOTAL AGRIC PRODUCTION/LIVESTOCK	334.49	329.19	324.80
TOTAL AGRICULTURAL SERVICES	335.00	322.53	344.28

(1) AVERAGE WEEKLY EARNINGS INCLUDE OVERTIME PAY AND PREMIUM WAGES. THESE ARE GROSS EARNINGS BEFORE DEDUCTIONS AND EXCLUDE THE VALUE OF HOUSING AND MEALS.

TABLE 7-D  
AVERAGE HOURS WORKED BY PRODUCTION WORKERS (1)  
NORTH COAST REGION  
(IN HOURS PER WEEK)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	38.1	39.9	38.3
TOTAL AGRICULTURAL PRODUCTION/CROPS	38.1	39.2	37.7
TOTAL FRUITS AND TREE NUTS	35.5	37.3	34.5
GRAPES	34.7	36.3	34.0
OTHER FRUITS AND NUTS	38.3	40.7	37.3
TOTAL HORTICULTURAL SPECIALTIES	41.7	41.5	43.7
TOTAL AGRIC PRODUCTION/LIVESTOCK	46.2	46.3	45.3
TOTAL AGRICULTURAL SERVICES	33.3	39.0	36.9

(1) AVERAGE HOURS ARE BASED ON FULL-TIME AND PART-TIME PRODUCTION WORKER DATA.

TABLE 7-E  
 AVERAGE HOURLY EARNINGS OF PRODUCTION WORKERS (1)  
 NORTH COAST REGION  
 (IN DOLLARS PER HOUR)

INDUSTRY	OCT 1996	SEP 1996	OCT 1995
TOTAL AGRICULTURAL	8.73	8.04	8.56
TOTAL AGRICULTURAL PRODUCTION/CROPS	8.71	8.14	8.59
TOTAL FRUITS AND TREE NUTS	9.48	8.68	9.43
GRAPES	10.33	9.43	9.98
OTHER FRUITS AND NUTS	6.61	6.22	6.55
TOTAL HORTICULTURAL SPECIALTIES	7.27	6.94	6.82
TOTAL AGRIC PRODUCTION/LIVESTOCK	7.24	7.11	7.17
TOTAL AGRICULTURAL SERVICES	10.06	8.27	9.33

(1) AVERAGE HOURLY EARNINGS ARE NOT HOURLY WAGE RATES; THEY ARE GROSS EARNINGS OF FULL-TIME AND PART-TIME PRODUCTION WORKERS DIVIDED BY TOTAL HOURS FOR PRODUCTION WORKERS.